

SBR

Small Business
Innovation Research
& Small Business
Technology Transfer

STTR

*Exceptional service
in the national interest*



**Sandia
National
Laboratories**

OVERVIEW

Each year, 11 federal departments and agencies must set aside a percentage of their budgets, in recent years averaging more than \$2 billion, to fund research and development (R&D) at small U.S. businesses. Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) are highly competitive programs that encourage small businesses to explore their technological potential and travel a pathway to potentially profitable technology commercialization.

The SBIR and STTR programs are based on providing a solution to a problem identified by a federal agency. The small business writes a competitive proposal that identifies a way to solve the problem and submits it to the agency for approval. The difference between SBIR and STTR is that STTR mandates 30% to 60% of the work must be performed at a research institution or national laboratory.

Three-phase process

- Phase I is based on proposals solicited by participating agencies. Awards can be made for up to \$150,000 for an approximately six-month feasibility study.
- Phase II covers the principal R&D effort. Awards can be made for up to \$1,000,000 and cannot exceed two years in duration.
- Phase III is conducted by the small business to pursue commercial applications of the R&D conducted in Phases I and II. Non-SBIR/STTR funds support Phase III.

Funding Agencies



For Small Businesses

By teaming with Sandia National Laboratories (SNL), you can:

- Tap into SNL's broad SBIR/STTR experience. SNL has participated in SBIR/STTR projects with a variety of federal agencies in areas including micro- and nano-technology, materials science, energy, and advanced computing.
- Gain a better chance of winning funding. Proposals are two times more likely to be funded when small businesses partner with a national laboratory or research institution. SNL can provide a letter of support to accompany the proposal.
- Bring more experience and knowledge to the table. With a staff of more than 8,000, and world-class facilities and equipment, SNL can augment and support your company's capabilities.

Qualifications

To respond to the SBIR/STTR solicitations, your company must have fewer than 500 employees, be organized for profit, be not more than 49% entity owned, and be U.S. owned and operated.

For Principal Investigators at SNL

By working with small businesses, you can:

- Continue to develop skill sets.
- Have an opportunity to work on different types of projects.
- Gain project management experience.
- Participate in the technology commercialization process.

Qualifications

For SNL to participate, the work must be unique in nature, as SNL is not permitted to compete with private industry. The work must be consistent with and complementary to the missions of DOE/NNSA. SNL must be eligible to provide support as a sub-responder, in accordance with the terms and conditions of both the solicitation and SNL's contract with the DOE. Participating Principal Investigators can draft letters of support for eligible businesses.

Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR)

About Sandia National Laboratories

Since 1949, Sandia National Laboratories has developed science-based technologies that support our national security. Today, Americans depend on SNL's technology solutions to solve national and global threats to peace and freedom. We seek collaborative partnerships on emerging technologies that support our mission.

To learn more about the SBIR/STTR
programs, please contact us at:

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Sandia National Laboratories is a multi-program laboratory managed and operated by Sandia Corporation, a wholly owned subsidiary of Lockheed Martin Corporation, for the U.S. Department of Energy's National Nuclear Security Administration under contract DE-AC04-94AL85000. SAND 2010-5826P.